

## The GA Way

## **Vision**

Customers seek and value our services and expertise

Others recognize our innovation and efficiency

People want to work here

## Mission

GA helps its customers succeed

## GA's Values

In conducting GA business, we demonstrate:

Respect for people

Honest and clear communication

Professional conduct

Honor of our commitments and integrity in all we do

Involvement and inclusion



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elcome to the 10<sup>th</sup> Annual Training and Tradeshow. In these challenging times the decision to invest an entire day and the related expenses is not an easy one. You came for a variety of reasons; there may be as many reasons as there are people in the building, but it all boils down to value. "Value" may be finding a product that you can cost-effectively use, that has less impact on the environment than your current alternative. It may be that you are the seller of that alternative and this event was your access to the purchasing decision makers. It may be the discovery that purchasing, facilities and fleet professionals have so many common challenges you approach them with a new focus in your offices. Many of you will find the most meaningful thing you learned was from someone you sat next to at lunch, not a presenter in a session. All of these potential benefits along with a myriad of other examples are by design.

I have been fortunate enough to be a part of this event for many years. We have always worked hard to make it worth your time and your feedback tells us we have been very successful. This year we have made sweeping changes based in large part on your thoughts and suggestions. Expanding beyond a purely procurement focus, brings the closely allied disciplines central to government operations together with products, services and expertise we all can benefit from, as well as dramatically increasing the access business has to government decision makers.

On behalf of the staff and management team at Department of General Administration I welcome you, and I challenge you to find the value case for yourself and your organization.

Bill Joplin Assistant Director, General Administration Office of State Procurement





General Administration Director Rob Fukai

ob Fukai became director of the Department of General Administration in February 2002. His appointment by Governor Gary Locke brought a private-sector perspective to a state agency that in many respects operates like a business.

Fukai manages an agency with a variety of duties:

- Oversees \$600 million of contracts each year on behalf of state agencies for a multitude of services and commodities.
- Manages over \$300 million in design and construction projects for public buildings.
- Maintains 33 buildings on the state's Capitol Campus in Olympia, including custodial, groundskeeping and renovation services.
- Serves as the state's landlord, arranging leases for office and warehouse space for agencies throughout Washington.
- Operates several surplus programs, including one that helps provide food to 140,000 family members each month.
- Runs the state's internal mail service that delivers 63 million pieces annually.
- Manages a motor pool fleet of 1,500 vehicles.

His extensive experience in private and public organizations makes him well suited for the job. Fukai served more than 29 years with the Avista Corp., an energy, information and technology company based in Spokane. There he oversaw many of the same programs that he is now responsible for managing at General Administration.

He also served as president of the Board of Regents at Washington State University, where he earned a bachelor's degree in accounting and business administration in 1972.

Other past experience includes:

- Commissioner of the State of Washington Commission for National and Community Service.
- Nine years as board member of the Spokane School District #81.
- Chairman of the Spokane Physicians and Hospital Community Organization.
- Chairman of the Spokane County Health Improvement Partnership.
- Chairman of Spokane County United Way.





EKOS International, Partner Member of the Governor's Advisory Panel Russ Barton, Ph. D

r. Russell Barton — Co-Founder of EKOS International, Russell has for the past 18 years served as a lead consultant to the top management teams at many of North America's most well-known companies. Typically working with the mandate to help move each client into a global leadership position, he has led clients to understand global best practices, design comprehensive strategies, and successfully execute multi-year transformations. His major personal clients have included Best Foods, Boeing, Milliken, Northern Telecom, SmithKline Beecham, Telus, U S West, and Weyerhaeuser.





General Administration Assistant Director, Capitol Facilities Services William G. (Bill) Moore

illiam G. (Bill) Moore, the Assistant Director, Division of Capitol Facilities, earned a Bachelor of Science degree in Sociology from Tuskegee University and has graduate studies experience in Public Affairs, Systems Management and the Armed Forces Industrial War College.

Bill Moore as he is called, has over 20 years of experience as a public sector leader and manager. He has on eleven different occasions provided leadership to organizations ranging from ten people to over a thousand. He has served as a Public Affairs Administrator for an organization of 18,000; a City Manager, responsible for providing support services and infrastructure management for a population of 21,000. Other jobs held included: Safety /Health Administrator, Affirmative Action Officer, Training Manager, Personnel Officer, Consumer Relations and Supply/Services Manager.



General Administration Assistant Director, Engineering & Architectural Services John Lynch

ohn is a graduate of California State Polytechnic University, San Luis Obispo, CA, with a degree in Electrical Engineering. He is a licensed Professional Engineer in the state of Washington in both Electrical and Mechanical Engineering.

John has been with the Department of General Administration for 23 years. During that time he managed numerous design and construction projects, statewide, for community colleges, DSHS, the Department of Corrections and other state agencies. He also has supervised a team of construction project managers for both the Department of General Administration and for the Department of Corrections.





General Administration Assistant Director, Office of State Procurement Bill Joplin

Bill Joplin is has program responsibilities for the state's purchasing and material control policy, operating functions performed by the Office of State Procurement and rules development for the Competitive Contracting element of the Personnel Reform Act of 2002. Prior to being appointed as the Assistant Director, he served for 7 years as the Purchasing and Contracts Manager at the Office of State Procurement. Bill's experience at State Procurement is complemented with over 15 years of experience as a business owner, comptroller and financial manager in a variety of industries which include: natural resources management, construction, manufacturing and sales and is a life long resident of Washington State. Bill is a featured speaker at a national level including Harvard's Kennedy School of Government, Edmonton Canada's Provincial Government and a number of national purchasing and technology conferences.



General Administration Assistant Director, State Services Robert A. Bippert

Real Estate
Services, the State Consolidated Mail Service, the State Motor Pool, Surplus Programs, and the State Commute Trip Reduction Program. Mr. Bippert's background in the private sector as construction manager for all phases of construction and his education in management and finance provided a solid foundation upon which he has built his state career.









Dear Conference Attendee:

This original form is to be submitted only when applying to ISM for Certified Purchasing Manager (C.P.M.) recertification or Accredited Purchasing Practitioner (A.P.P.) reaccreditation. It documents your attendance at the Annual Training Conference and Trade Show.

For more information on C.P.M. or A.P.P. program requirements see an application form. Applications are available at <a href="https://www.ism.ws">www.ism.ws</a>. Select "Certification", then, "Online Forms".

## CONFERENCE DOCUMENTATION FORM

ANN-03-0366 Sustainable Practices November 13 & 14, 2003 Seahawks Exhibition Center Seattle, Washington

Seahawks Exhibition Seattle, Washin	
Complete the information below, and identify each se	ession you attended on the back.
ISM ID# (if known)	
Name	
Title	
Home Adress	
City/State/Zip	
Country	
Telephone ( ) ————	Fax ( )
I hereby certify my attendance at each of the sessions claiming ISM Continuing Education Hours.	s as indicated on the reverse. I am
Signature	Date
Be sure to keep this form along with your other Con	ntinuing Education Hours documentation

until you submit your application for C.P.M. recertification or A.P.P. reaccreditations.

KEEP THIS CONFERENCE DOCUMENTATION FORM



List each workshop and/or plenary session, by code and title, as you attend them.

November 13 CODE	Hours Attended	Session Title
Subtotal Hours Attend	ed	
November 14 CODE	Hours Attended	Session Title
Subtotal Hours Attende	-he	

#### Subtotal Hours Attended

#### Grant total Hours Attended

Code Welcome	<b>Educational Program</b> Welcome & Keynote Speaker	<b>Time</b> 9 – 10 am	<b>Length</b> <i>1 hour</i>
A1 A2 A3 A4	Engineering & Architectural Services Limited Public Works Project Management Environmentally Preferable Purchasing: How do I do it? CMS: Mail – Our Core Business	10 – 11:30 am	1.5 hours
B1 B2 B3 B4	Advantages of Supplier Managed Inventory Small Project Contracting Methods Green Building Surplus Benefits for State and Local Governments	1:30 – 3 pm	1.5 hours
C1 C2 C3 C4	Purchasing for the Technical Expert Persistent Toxic Chemicals in Building Products End of Life Product Management Competitive Contracting	3:30 – 5 pm	1.5 hours
D1 D2 D3 D4	What will the Future Hold for the Procurement Profession? Value-Laden Maintenance Promoting Change Within Your Organization Have we got a deal for you!	9 – 10 am	1 hour
E1 E2 E3 E4	Basics for Those with Buying Responsibilities Building Commissioning/Energy Performance Contracting Showcase for Environmental Sustainability The Advantages of Using the State Motor Pool	10:30 am - noon  TOTAL POSSIBLE FOR ALL SESSIONS	1.5 hours <b>6: 8 HOURS</b>





Annual Training Conference and Trade Show Sustainable Practices November 13 & 14, 2003 Seahawks Exhibition Center Seattle, Washington General Information \_\_\_ ISM ID# ANN-03-0366 Name Title Certification(s) Held: CPPO CPPB C. P.M. A.P.P. CPCM Other: \_ specify Address City/State/Zip \_\_\_\_\_ Country \_ Office Phone ( ) \_\_\_\_\_ Home Phone ( ) \_\_\_\_ Fax ( ) Email:

Complete the information enclosed and return to the UPPCC at the time of your re-certification. This form should be kept with your files and submitted with your Certification or Re-Certification Application. Please remember that to be eligible for one (1) point, you must attend a total of eight (8) educational hours of workshops or seminars. The UPPCC will award half (0.5) points. Please round to the nearest half point. You are eligible to accumulate a total of 1 recertification point or 8 educational contact hours.

The Universal Public Purchasing Certification Council (UPPCC) recognizes a maximum of 2 points per NIGP Chapter or Regional conference (which does not include pre-forum seminars) which includes any trade shows.

## Certificate Information



List each workshop and/or plenary session, by code and title, as you attend them.

Date & Sessi	on Code	Hours Attended		Session Title	
Total Hours	Attended				
JPPCC Total	Points (t	otal hours divided by	B = # points)		
Computation:	Total # of	f hoursc	livided by 8 =	(Total # of points)	
		tended each of the se	ssions indicated above.	I am claiming	UPPCC
Recertification	n points.				
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Code	E	ducational Program		Time	Length
Welcome		& Keynote Speaker		9 – 10 am	1 hour
A 1	Engineeri	ng & Architectural Servic	es	10 – 11:30 am	1.5 hours
A2		ublic Works Project Mana			
A 3 A 4		entally Preferable Purcha il – Our Core Business	sing: How do I do it?		
B1 B2		es of Supplier Managed I nject Contracting Methods	,	1:30 – 3 pm	1.5 hours
B3	Green Bu	, ,	)		
B4		Benefits for State and Loca	I Governments		
C1	Purchasir	ng for the Technical Exper	t	3:30 – 5 pm	1.5 hours
C2	Persisten	t Toxic Chemicals in Build	ling Products	,	
C3		fe Product Management			
C4	Competiti	ive Contracting			
D1		the Future Hold for the Pr	ocurement Profession?	9 – 10 am	1 hour
D2		den Maintenance			
D3 D4		g Change Within Your Or got a deal for you!	ganization		
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E1		Those with Buying Resp		10:30 am – noon	1.5 hours
E2		Commissioning/Energy F			
E3 E4		e for Environmental Susta ntages of Using the State	,		

TOTAL POSSIBLE FOR ALL SESSIONS: 8 HOURS



All presentations are posted at http://www.ga.wa.gov/events/TS03presentations.htm

Day 1, November 13

Registration: 8:00 - 9:00 Opening Remarks: 9:00 - 9:30

#### Keynote Speaker: Russ Barton 9:30 – 10:00

Moving Toward a Sustainable Washington: What is the government's role in achieving long-term economic, social, and environmental vitality?

### Track 1 Purchasing

# Track 2 Engineering and Architectural Service

# Track 3 Sustainability Purchasing

#### Track 4 Centralized State Services

The diversity of the public constituency is reflected in the competing requirements brought to public purchasing. This public purchasing track has been designed to help discover new opportunities to work together to find balance in the struggle to address the requirements brought to public purchasing.

Designing, building, and maintaining quality facilities in a public environment is a huge challenge. This track focuses on management techniques to achieve success with a limited operating budget.

Governor's Executive Order 02-03 Sustainable Practices by State Agencies to Private Sector Leadership, this public purchasing track has been designed to bring to light the possibility of partnerships to help you further develop your organization's response to environmental sustainability.

"Working for You". This track is designed to make you aware of the many ways that we can help state agencies and municipalities succeed by providing our expertise in several areas that may not be part of your core services—fast and economical mail services: providing reliable vehicles managed by a team of professionals; coordinated state and federal surplus programs; and negotiating great space at the least possible cost.

#### 10:00 - 11:30 Training Session 1

#### Strategic Sourcing

Strategic Sourcing represents the trend toward purchasing partners working together effectively to share purchasing resources to get purchasing work done. Learn about new infrastructure and organizational developments at the Office of State Procurement, designed to foster strategic sourcing partnerships with other public purchasing entities.

Speakers: **Servando Patlan** and **Jay Field**, GA
- Office of State

- Office of State Procurement

#### Limited Public Works Project Management

We'll discuss how to determine if a small project can be procured as a Goods and Services purchase or if a Public Works process is required. The process of managing a small design and construction project will be outlined. Topics include A/ E services, advertising, small works roster, bond, insurance and prevailing wage requirements. Speaker: John Lynch, GA - Engineering & Architectural Services

#### Environmentally Preferable Purchasing: How do I do it?

Agency purchasing přactice's can havě a great impact on moving the state toward sustainability. Every product and servicé we purchase has a wide range of impacts, from how and where it was produced to how we use and dispose of it. Procurement staff are key in deciding what products the agency uses and communicating alternatives to the users. In this session, you will learn how to "green" your agencies purchases. We will explore ideas of what is a green or environmentally preferable product and why and how your agency should buy green. Speaker: **Eun-Sook Goidel,** 

Špeaker: **Eun-Sook Goidel,** Green Purchasing Program, Pacific NW Pollution Prevention Resource Center

#### Mail – Our Core Business

*In this time of budget deficits* and FTE reductions, we invite you to hear about how Consolidated Mail Services can help reduce mail costs. The goal is increased awareness of our service offerings to maximize efficiencies in your business. We'll be providing a high level overview of current services along with discussion of future lines of business. Come hear how CMS can save you resources and

Speakers:- **Doug Rohr** and **Diane Wilkinson** GA - Consolidated Mail Services

All presentations are posted at http://www.ga.wa.gov/events/TS03presentations.htm

Day 1, November 13

## 11:30 - 1:30 Networking, Lunch and Visit Tradeshow Booths

#### 1:30 - 3:00 Training Session 2

#### Track 1 Purchasing

#### Advantages of Supplier Managed Inventory

Find out about supplier managed inventory and how it can save your organization time, resources and \$\$\$. See examples of order-free stockrooms for standard items that you are using now. Speaker: Steve **Demel**, GA - Office of State Procurement

#### Track 2 Engineering and Architectural Service

#### Small Project Contacting Methods

Presentation will discuss two new tools for Public Works contracting for small (under \$200,000) projects. Explore the benefits of the recently developed, state-wide, Small Works Roster, Learn how the new Job Order Contracting law can significantly change the way you contract small construction projects. Speaker: Kip Eder, GA -Engineering & Architectural Services

#### Track 3 Sustainability Purchasing

#### Green Building

Lower energy costs, higher productivity, and reduced environmental impacts are some of the benefits of Green Building. The presentation will introduce LEED (Leadership in Energy and Environmental Design) and discuss how GA can help you integrate Green Building elements into your next project. Speakers: Kevin Warner, GA and Roger Wigfield, GA Engineering &

Architectural Services

#### Track 4 Centralized State Services

## "Surplus Benefits for State

and Local Governments Did you know that Surplus Programs picks up state property free of charge, anywhere in Washington? How about the fact that Surplus Programs disposes of all non working computer equipment in an environmentally responsible way at no cost to the owning agencies. Even in these times of tight budgets, did you know that Surplus Program services are 25% below the cost of similar services in the private sector? And the best of all, state agencies pay no out of pocket expenses for these services? Attend this seminar and learn more about the best deal in government. Speakers: Doug Coleman and

Kim McQuade, GA - Surplus Programs

#### 3:00 - 3:30 Training Session 3

#### Purchasing for the Technical Expert

Limited Purchase Authorities and Specific Purchase Authorities are designed for the technical expert with purchasing responsibilities. Learn how to properly prepare a request and maintain documentation for such a purchasing authority. Speakers: Jack Zeigler and Dale Colbert, GA -

#### Persistent Toxic Chemicals in **Building Products**

Mercury, lead and other highly persistent and bioaccumulative toxins are often found in building products and other products in common use. Exposure to these can occur during product manufacture, use, disposal and recycling, causing serious health effects. Examples of products that contain these toxic chemicals include lighting, mercury-containing thermostats, switches, and thermometers, paints and finishes, products made from PVC, including floorings and wall coverings. Office of State Procurement This session will help identify sources of these products and identify safer alternatives. Speaker: Alicia Culver, Senior Research Associate, INFORM

#### Competitive Contracting Contracting out of services "traditionally and historically

provided by state employees" is no longer prohibited under Washington Works. Competitive contracting is allowed, with state employees having the opportunity to offer alternatives to contracting and the ability to compete for the work. This class will discuss the program GA is developing to support this process.

Speaker: Cami Feek and Dave Gomez, GA - Office of State Procurement

#### End of Life Product Management

**Environmental** Sustainability calls for us to begin with the end in mind. Learn about Washington State Contracts developed specifically for end of life product management. Speakers: Mark Gaffney and Christine Warnock, GA - Office of State Procurement

5:30

National Institute of Governmental Purchasing (NIGP) Gathering at Main Stage



All presentations are posted at http://www.ga.wa.gov/events/TS03presentations.htm

Day 2, November 14

## 9:00 – 10:00 Training Session 1

### Track 1 Purchasing

#### What will the Future Hold for the Procurement Profession?

This session will focus on where public procurement in the future and the vast array of NIGP services that are available for the public procurement practitioner to assist in the transformation. President

#### Track 2 **Engineering** and Architectural Service

#### Value-I aden Maintenance

I earn how to infuse facilities maintenance organizations with enhanced, quality-laden within your own value: how to level the has been where it is headed playing field in preparation for contracting out; how to employ "money-free fun" (ways to market your organization). See how successful organizations Speaker: **Jean Clark**, NIGP have identified the real costs of doing business. This might be the most important workshop you've attended! Speaker: **Bob MacKenzie**. GA - Engineering & Architectural Services, Plant Operations

#### Track 3 Sustainability Purchasing

#### Promoting Change Within Your Organization

This session will explore some of the ways to work organization to promote change. How do we inspire and motivate institutions to change behavior to achieve our sustainability goals, from recycling to purchasing? How do we promote the purchase and use of environmentally preferable products? Speakers: Ulla Johnson, City of Seattle, Purchasing Services Division and Shirli Axelrod, Seattle Public Utilities

#### Track 4 Centralized State Services

Have we got a deal for you! Learn how Real Estate Services (RES) can assist you in making cost efficient and effective real estate choices. RES leverages its resources to provide innovative advice, strategies, and creative deal-making for the delivery of services. The results are cost effective solutions and flexible and affordable workplace environments. RES conducts facility planning, property leasing, property acquisition and disposal, and facilities operations management. Simply put, we assist public sector agencies in acquiring competitively priced space that meets their program and employee needs and objectives. Speaker: Mark Lahaie, GA -Real Estate Services

#### 10:00 - 11:00 Networking, and Visit Tradeshow Booths

#### 11:00 - 12:00 Training Session 2

#### Basics for Those with Buying Responsibilities

This workshop will address the basic processes and decision's buyers use when buying for a state agency or local government. The workshop will examine the purchasing cycle for both goods and services and examine each task performed in detail. Topics include, verifying requirements and funding, preparing specifications, finding sources, preparing and issuing solicitations, supplier evaluations, awarding agreements, supplier relations and administration issues. Speaker: Jerry Baker Shoreline Community College

#### Building Commissioning/ Energy Performance Contracting

Learn how building commissioning and energy performance contracting can improve your bottom line. Improving the efficiency of building HVAC, controls and lighting systems saves energy, reduces maintenance, improves indoor air quality and can significantly reduce utility expenses. Case studies will demonstrate how reductions in utility expenses can pay for the cost of commissioning and energy efficiency upgrades Speakers: Robert Johnson, and Roger Wigfield, GA -Engineering & Architectural Services

#### Showcase for Environmental

Sustainability Recognizing the increasing demand for sustainable and environmentally preferable products, enlightened manufacturers around the world are working diligently to improve their environmental performance. In this session, learn about the companies and products that are leading the environmental sustainability initiatives in the building, furniture, office products

Speaker: Kirsten Ritchie, PE, Director of Environmental Claims Certification, Scientific Certification Systems

#### The Advantages of Using the State Motor Pool for Permanently Assigned Vehicles and Short-term

Learn how your state agency can save money and reduce the hassles of managing your vehicles by utilizing the State Motor Pool. The State Motor Pool will discuss their rates. services, and vehicle replacement policies. Speaker: Bryan Bazard, GA -State Motor Pool

12:00 Conference Over



**Servando Patlan** is the current purchasing manager for the Office of State Procurement. He completed his undergraduate studies at Humboldt State University and attended the Information Technology Boot Camp Program at Stanford University. Mr. Patlan has over fifteen years of information technology and contracting experience, including contributions to eCommerce and environmentally sustainable government initiatives for Washington State Government.

**Jay Field** has been involved with purchasing for the state for over 13 years — he was with Washington State University for 12 years, and is in his second year with the Office of State Procurement. Prior to his public purchasing tenure, he had a successful career in private sector purchasing for both retail and wholesale operations. He graduated from Pacific Lutheran University and earned a Masters degree from WSU. He has a lifetime C.P.M. certification.

**Eun-Sook Goldel** manages the Green Purchasing Program at the Pacific Northwest Pollution Prevention Resource Center (www.pprc.org), a nonprofit organization serving both the public and private sector organizations. Eun-Sook is helping a variety of federal and state clients achieve their sustainability goals using environmentally preferable purchasing strategies. Previously to joining PPRC in 2001, Eun-Sook worked as a Senior Program Staff at the U.S. Environmental Protection Agency where she was responsible for the development and implementation of the federal governments policy on environmentally preferable purchasing (EPP). Eun-Sook has served on numerous committees and task forces, both national and international, on the EPP issue.

**Steve Demel** is the Office of State Procurement (OSP) Statewide Material and Supply Management Services Manager. He also manages a professional services procurement unit for OSP. Steve enjoys the challenge of improving supply chain outcomes through teamwork and creativity. He has worked in OSP for 4 years and has over 20 years in purchasing and materials management positions in the Department of Defense and the private sector. A graduate of the U.S. Air Force Academy, Steve had 3,200 hours as an Air Force helicopter rescue pilot. His undergraduate degree is in Economics and he has a Masters degree in Procurement Management and Finance from Webster University.

**Kevin Warner** is an Energy Engineer with GA's Division of Engineering and Architecture Services. He is a Mechanical Engineer with over ten years experience in Design and Project Management.

**Roger Wigfield** is an Energy Systems Engineer with GA's Division of Engineering and Architectural Services. Roger has been working with state agencies and school districts on energy conservation projects for over 18 years and is the lead engineer for GA's Building Commissioning Program and provides project management services for energy performance contracting projects.

**Robert Johnson, P.E.** Energy Systems Engineer with General Administration's Energy Program. Have been involved with commercial and institutional building design, construction and operation for almost 40 years. Current responsibilities include managing energy performance contracts, monitoring and verifying energy savings for colleges, municipalities, public school and state facilities. Areas of expertise include analyzing energy savings opportunities and reviewing life cycle costs analysis, in addition to project management for auditing, designing, constructing, monitoring and verifying performance of energy conservation projects.

**Doug Coleman** has worked for GA since 1981. He is the Surplus Programs Manager for Surplus Programs in Auburn. Doug received his B.S. degree from Central Washington University in Ellensburg Washington.

**Kim McQuade** has worked for GA since 1988. She currently works as a program manager for Surplus Programs in Auburn. Kim received her B.A. degree from Western Washington University in Bellingham Washington.

**Jack Zeigler** began his purchasing career over 20 years ago in South Texas buying pipe, valves, and fittings for a small oil field supply company. Jack moved to California in late 1987 to be closer to family and entered the public sector as a buyer for Monterey County. During his time with Monterey



County, he became active in several professional purchasing associations including the California Association of Public Purchasing Officers. Jack subsequently served on the Board of Directors of the California Association of Public Purchasing. In 1997, Jack moved to Washington again to be closer to family.

Jack joined the Office of State Procurement 3 years ago as a Purchasing Officer. Shortly after he became a Contracts Specialist and currently serves as the Policy and Protest Manager. Jack is responsible for providing statewide purchasing guidance to state agencies, developing purchasing policy and procedures, and reviews bidder protests. He has led or has worked on projects such as Parks and Recreation's On line Reservations System, the Washington Purchasing Manual and is currently involved in rules and guidance development for the competitive contracting aspect of the PSRA, Civil Service Reform Act of 2002.

**Dale Colbert** has a BA from the University of Washington where he studied economics. He has 20 years experience in high value purchasing. He has served many industries both in the United States and overseas. Dale currently handles contracts for copiers, mail machines, printing equipment, and other office machines.

**Alicia Culver** is a Senior Research Associate at INFORM, a national environmental research organization based in New York City. As director of INFORM's Chemical Hazards Prevention Program, she manages an initiative called *Purchasing for Pollution Prevention*, which helps government agencies and businesses to minimize their purchase of products that contain lead, mercury, and other highly persistent toxic chemicals. She works with a team that evaluates and develops specifications for less-toxic goods and services, and has partnerships with purchasing agents in 16 states and in several federal agencies. Since joining INFORM in May 1999, Ms. Culver has co-authored several publications, including a report, *Cleaning for Health: Products and Practices for a Safer Indoor Environment*, as well as articles on topics including waste prevention, green building, and environmentally preferable purchasing.

Ms. Culver has nearly two decades of experience working in the area of environmental policy. As the former Director of the Government Purchasing Project in Washington, DC she advised the federal government's Environmentally Preferable Purchasing or "EPP" Task Force as well as The White House Task Force on Recycling, and participated in establishing standards for a national organization that evaluates and certifies environmental products. As the former Deputy Director of the New Jersey Office of Sustainable Business, she helped manufacturers reduce their "environmental foot print" and market their "green" products domestically and abroad.

Ms. Culver is a native of Albany, NY, has a BS from Cornell University and currently lives in Berkeley, California.

**Mark Gaffney** is a State Procurement Officer III. He manages the Environmental Contracts desk at the Office of State Procurement. Mark has held positions in both government and private sector purchasing. He has worked in solar energy applications, construction, and real estate fields. He has a Bachelor Degree in Business Administration from University of Puget Sound and is studying for his CPPB. He enjoys the Pacific Northwest and currently has a family goal of walking all the trails at Mt. Rainier National Park.

**Christine Warnock** is one of the Procurement Unit Managers within the Office of State Procurement. She has over 18 years of purchasing experience, in which she has purchased a wide variety of commodities – over 12 years with the Office of State Procurement. Christine is actively involved in sustainability issues as a member of the Office of State Procurement's strategic planning committee.

**Cami Feek** is the Manager of the Office of State Procurement's Business and Technology Unit. She is currently working as the project manager for the Competitive Contracting Program.



Cami has a background in quality process improvement and business re-organization that includes participation in multiple quality initiatives. She has worked as a quality consultant and was the recipient of two State of Washington Governor's Awards for Service and Quality Improvement. Cami has work for the Office of State Procurement for 6 years and holds a Bachelor of Arts from The Evergreen State College.

David Carlos Gomez, CPM, C.P.I.M., C.I.R.M., CSTE is currently assigned to the Competitive Contracting Team and is responsible for helping draft rules and guides in preparation for PSRA 2005. Dave has over 14 years of Manufacturing Operations and Materials Management experience. His diverse background includes assignments in Software Test Engineering, Procurement Quality Control, Commodity Management, Purchasing, Operations, and Enterprise System Project Management in Medical, Banking, and High Technology Industries. He received his MBA in 1994 from the University of St. Thomas in St. Paul, MN. He is married to the former Ms. Kristin Swendseid and they have 2 children; Matthew (10) and Joshua (9).

**Jean A. Clark** currently possesses almost 20 years of public procurement experience at the State and local level. She began her career as an assistant buyer and has advanced to an upper management position as Deputy State Procurement Administrator for the Arizona State Procurement Office.

She has served as President for the Arizona Capitol Chapter of NIGP and currently serves as the President for the National Institute of Governmental Purchasing, Inc. and as Secretary/Treasurer for the National Electronic Commerce Coordinating Council.

She has also obtained her procurement certifications as well as receiving her Master's in Public Administration. Over her career, Jean has received the prestigious National NIGP Buyer of the Year Award and is the only procurement professional to be named the National NIGP Manager of the Year twice.

**Ulla Johnson** is a Strategic Advisor for the City of Seattle, and lead for Copernicus, the city's program to radically redesign citywide procurement. In 2000 the program received the Excellence in Public Procurement Award from the National Institute of Governmental Procurement for saving the city an estimated \$17.5 million over a six-year period, and for fulfilling environmental and social equity goals. During the same year, the program received the Excellence in Purchasing Award from the National Purchasing Alliance. Ulla is actively involved in collaborative work with sustainability organizations throughout the city. Prior to her work with the City of Seattle, Ulla implemented an eclectic blend of business, environmental and social values, through business administration for a mental health organization, work for a business-consulting firm, and through ownership of several entrepreneurial businesses.

**Shirli Azelrod** drafted the City of Seattle's Environmentally Responsible Purchasing Policy, and assists staff to incorporate environmental factors in purchasing goods and servies for the City. A Senior Environmental Analyst for Seattle Public Utilities since 1990, Shirli handles various "problem waste" and regulatory projects, and producer responsibility for computer and other electronic scrap.

She coordinated Seattle's Household Hazardous Waste Program for several years, and prior to that managed PCBs disposal and toxics reduction planning for Seattle City Light. Shirli has a law degree and is a member of the Washington Bar Association.

#### Jerry Baker C.P.M., CPCM

Mr. Baker teaches purchasing and supply management, materials management, contract administration, logistics and transportation, eProcurement, and other business administration courses at Shoreline Community College. Previously, he has taught purchasing, marketing, and production management at Elizabethtown College, Penn State University, Edmonds College, and Arizona State University. He is the author of three reference books and numerous articles about purchasing, supply chain management and inventory control.

#### **Presenters**



Mr. Baker was the Executive Vice President for the National Association of Purchasing Management (NAPM) for eighteen years, retiring in 1998. NAPM (renamed the Institute for Supply Management in 2001) is a large not-for-profit association providing national and international leadership in purchasing and supply chain management research, education, and certification.

**Bryan Bazard** is the Fleet Manager for the Washington State Motor Pool. Bryan has over 23 years in fleet management as an automotive engineer, fleet maintenance supervisor, and fleet manager. Bryan has worked with electric power fleets, municipal fleets, and now the state fleet. Bryan has a degree in mechanical engineering and graduate work focused on operational management



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#### Capitol Facilities - (360) 902-0950

Capitol Facilities preserves and protects the heritage of state buildings, land and furnishings on the Capitol Campus. Capitol Facilities manages grounds maintenance, custodial services, painting and other trades work on the campus. The program also provides tours and other services to visitors.

#### Engineering and Architectural Services - (360) 902-7272

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## Office of State Procurement - (360) 902-7400

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Reimbursable project management services from project planning through design and construction. Our services include: contract administration of engineering and architectural consultants, management of project design, administration of construction bidding, management of construction contracts and much more.

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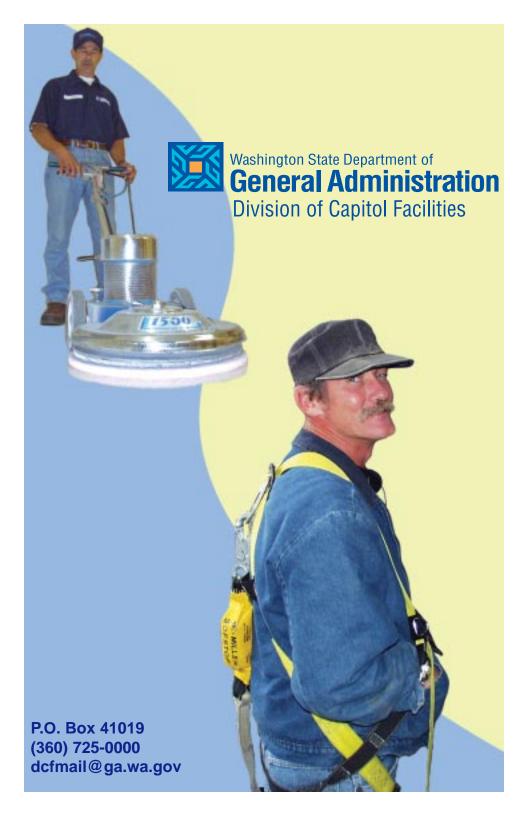
This program supports state agencies and their efforts to make state government more accessible for everyone. The Americans with Disabilities Act has raised the visibility of these requirements and more leverage is being applied to assure people with disabilities have greater access to government facilities services, public transportation, and telecommunications.

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GA's Division of Engineering and Architectural Services is committed to using our diverse expertise, knowledge, and skills to meet the needs of our customers. For more information visit our web site at <a href="mailto:www.ga.wa.gov/EAS/eascust.htm">www.ga.wa.gov/EAS/eascust.htm</a>, call (360) 902-7272 or email <a href="mailto:easmail@ga.wa.gov">easmail@ga.wa.gov</a>.



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**The Division of State Services** is composed of a number of programs providing state-wide services to state agencies, boards, commissions and institutions of higher education. Their focus is providing cost-effective services in the most efficient manner.

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- disposing of unusable state-owned surplus in a responsible and environmentally friendly manner
- feeding Washington's hungry with USDA food distribution via food banks and shelters.
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**State Motor Pool** provides vehicles and maintenance services to state agencies at the lowest cost.

- ◆ The Motor Pool has over 1400 vehicles including sedans, wagons, vans, pickups, SUV's and hybrid cars.
- The Motor Pool provides and manages permanently assigned vehicles for agency's use statewide.
- ◆ The Motor Pool supplies 24-hour emergency roadside assistance, fuel cards, accident management services, and repair assistance with an '800' phone number. The Olympia operations center provides rental vehicles and maintenance services to all state agencies.
- There are also rental vehicles available on the Capitol campus in the Plaza garage.

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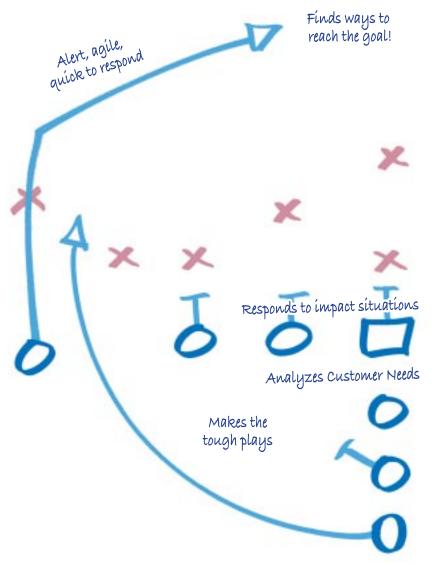
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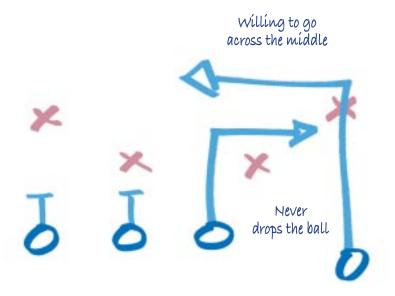
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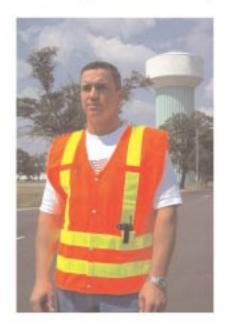
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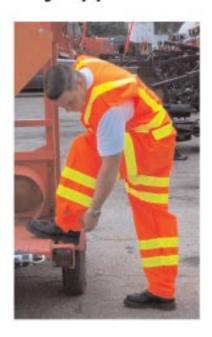
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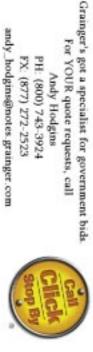


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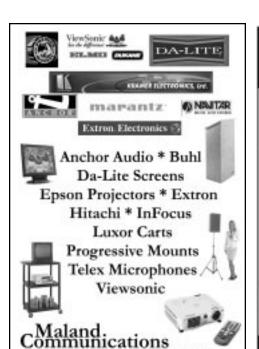


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